

IMPORTERS' QUESTIONNAIRE

CERTAIN FROZEN OR CANNED WARMWATER SHRIMP AND PRAWNS FROM BRAZIL, CHINA, ECUADOR, INDIA, THAILAND, AND VIETNAM

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than October 4, 2004

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping investigations concerning certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam (invs. Nos. 731-TA-1063-1068 (Final)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm imported certain frozen or canned warmwater shrimp and prawns (as defined in the instruction booklet) from any country at any time since January 1, 2001?

☐

NO (Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES (Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout these investigations in any other import-injury investigations conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout these investigations may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of these investigations or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

()
Phone

()
Fax

PART I. GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see page 3 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Extent of ownership</u>
_____	_____	_____
_____	_____	_____

- I-4. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam into the United States or which are engaged in exporting certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam to the United States?

☐ No ☐ Yes—List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART I. GENERAL QUESTIONS—Continued

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in the production of certain frozen or canned warmwater shrimp and prawns?

☐ No ☐ Yes—List the following information.

Firm name

Address

Affiliation

- I-6. Please indicate the nature of your firm's importing operations on certain frozen or canned warmwater shrimp and prawns. More than one answer may be applicable.

☐ Importer of record ☐ Takes title to the imported product(s)
☐ Consignee of the imported product(s) ☐ Customs broker or freight forwarder

- I-7. If your firm is an importer of record of certain frozen or canned warmwater shrimp and prawns but is **not** the consignee, please list the consignees below (company name, address, telephone, and individual to contact).

- I-8. Please indicate whether your firm enters certain frozen or canned warmwater shrimp and prawns into, or withdraws such merchandise from, foreign trade zones or bonded warehouses.

Foreign trade zones ☐ No ☐ Yes
 Bonded warehouses ☐ No ☐ Yes

- I-9. Please indicate whether your firm imports certain frozen or canned warmwater shrimp and prawns under the TIB (temporary importation under bond) program.

☐ No ☐ Yes

- I-10. To your knowledge, have the products subject to these investigations been the subject of any other import relief investigations in the United States or in any other countries?

☐ No ☐ Yes—Please specify. _____

PART II.—TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Jim McClure (202-205-3191; james.mcclure@usitc.gov)** or **Elizabeth Haines (202-205-3200; elizabeth.haines@usitc.gov)**. Supply all data requested on a calendar-year basis.

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
Name and title

Phone No. E-mail address

II-2. Has your firm experienced any plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of strikes or equipment failure, or any other change in the character of your operations or organization relating to the importation of certain frozen or canned warmwater shrimp and prawns since January 1, 2001?

☐ No ☐ Yes—Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm imported or arranged for the importation of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and Vietnam for delivery after June 30, 2004?

☐ No ☐ Yes—Indicate when such orders are to be delivered and the quantities involved.

II-4. If your firm also produces certain frozen or canned warmwater shrimp and prawns in the United States, please indicate your reasons for importing this product. If your reasons differ by source, please elaborate.

PART II.—TRADE AND RELATED INFORMATION—Continued

II-5. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of certain frozen or canned warmwater shrimp and prawns imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately for each country listed on page 1 of the questionnaire and for all other sources combined.** Photocopy as many pages as you need and identify the country for which you are reporting in the space provided. Note: Regardless of whether your firm imports "frozen" only, "canned" only, or both "frozen" and "canned" warmwater shrimp, these data should be reported here.

Brazil ☐ China ☐ Ecuador ☐ India ☐ Thailand ☐ Vietnam ☐ All other sources combined¹ ☐

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS: ²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS: ⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES ⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO PROCESSORS (quantity)					
U.S. SHIPMENTS TO RETAILERS ⁶ / INSTITUTIONAL BUYERS ⁷ (quantity)					
¹ Please identify these sources: _____					
² Identify the foreign producers, if known: _____					
³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____					
⁴ Identify your principal export markets: _____					
⁵ Reconciliation of data. —Note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No—Please explain: _____					
⁶ Entities that purchase and resell to end users (i.e., supermarket and other retailers that sell to customers).					
⁷ Entities such as restaurants, hotels, hospitals, etc.					
Note.—The sum of shipments to distributors, processors, and retailers/institutional buyers should equal U.S. commercial shipments reported above; it should exclude U.S. shipments to related firms and for internal consumption.					

PART II.—TRADE AND RELATED INFORMATION—Continued

II-6. For calendar year 2003, provide the quantity (1,000 pounds) and value (\$1,000) of your firm's commercial shipments of the following:

(Quantity in 1,000 pounds, value in \$1,000)		
Size	Quantity	Value
Frozen--headless count (as sold) per pound:		
Under 16		
16/20		
21/25		
26/30		
31/35		
36/40		
41/50		
51/60		
61/70		
71/90		
91/110		
111/130		
131/150		
Over 150		
Broken		
Canned--headless count (as sold) per pound:		
Tiny (300-500)		
Small (110-130)		
Small de-veined (110-130)		
Medium (71-90)		
Medium de-veined (71-90)		

II-7. For calendar year 2003, provide the share (in percent) of your commercial shipments of certain frozen or canned warmwater shrimp and prawns that were:

Brazil: farmed _____ wild-caught _____ = 100 percent
 China: farmed _____ wild-caught _____ = 100 percent
 Ecuador: farmed _____ wild-caught _____ = 100 percent
 India: farmed _____ wild-caught _____ = 100 percent
 Thailand: farmed _____ wild-caught _____ = 100 percent
 Vietnam: farmed _____ wild-caught _____ = 100 percent

PART III.-PRICING AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **John Benedetto (202-205-3270; john.benedetto@usitc.gov)**.

III-1. Who should be contacted regarding the requested pricing and related information?

Company contact: _____
Name and title

Phone No. E-mail address

Section III-A.-PRICE DATA

This section requests quarterly price and quantity data, f.o.b. your U.S. point of shipment, concerning your firm's U.S. commercial shipments to unrelated U.S. customers of the following products imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam during January 2001-June 2004:

- Product 1:** Frozen warmwater shrimp or prawns, all species, 71 to 90 count, raw, headless, peeled (whether or not deveined), tail-off, block frozen (cut or not cut)
- Product 2:** Frozen warmwater shrimp or prawns, all species, 41 to 50 count, raw, P&D (peeled and deveined), tail-off, IQF (cut or not cut)
- Product 3:** Frozen warmwater shrimp or prawns, all species, 26 to 30 count, raw, P&D (peeled and deveined), tail-on, block frozen (cut or not cut)
- Product 4:** Frozen, cooked warmwater shrimp or prawns, all species, 51 to 60 finished count, headless, shell-on, IQF
- Product 5:** Frozen, cooked warmwater shrimp or prawns, all species, 26 to 30 finished count, P&D (peeled and deveined), tail-on, IQF
- Product 6:** Frozen warmwater shrimp or prawns, all species, 61 to 70 count, raw, headless, shell-on, block frozen
- Product 7:** Frozen warmwater shrimp or prawns, all species, 31 to 40 count, raw, headless, shell-on, block frozen
- Product 8:** Frozen warmwater shrimp or prawns, all species, 26 to 30 count, raw, headless, shell-on, block frozen
- Product 9:** Frozen warmwater shrimp or prawns, all species, 10 to 15 count, raw, headless, shell-on, block frozen
- Product 10:** Canned shrimp, tiny size, all species, count 90-220 per can

As indicated below, you should report prices separately for specified forms of the product that you sell.

Please note that total dollar values should be f.o.b., U.S. point of shipment and should not include U.S.-inland transportation costs. Total dollar values should reflect the **FINAL NET** amount paid to you (i.e., dollar values should be net of all deductions for discounts or rebates). See instruction booklet.

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-A. PRICE DATA—Continued**

COPY THIS PAGE AS NECESSARY. Complete a separate page for each of the specified product and country combination¹ for certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam and sold by your firm.

Product:

Product 1 ☐ Product 2 ☐ Product 3 ☐ Product 4 ☐ Product 5 ☐
 Product 6 ☐ Product 7 ☐ Product 8 ☐ Product 9 ☐ Product 10 ☐

Country:

Brazil ☐ China ☐ Ecuador ☐ India ☐ Thailand ☐ Vietnam ☐

(Quantity in pounds (for products 1-9) or number of cans (for product 10), value in dollars)		
Period of shipment	Quantity	Value ²
2001:		
January-March		
April-June		
July-September		
October-December		
2002:		
January-March		
April-June		
July-September		
October-December		
2003:		
January-March		
April-June		
July-September		
October-December		
2004:		
January-March		
April-June		
¹ If your product does not exactly meet the product specifications but is competitive with the specified product, provide a description of your product:		
² Net values (i.e., gross sales values less all discounts, allowances, rebates, prepaid freight, and the value of returned goods), f.o.b. your U.S. point of shipment.		
Please indicate species (e.g., white, tiger, etc.):		

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS**

If your answer to any question in this section differs by country from which you imported, please indicate how the answer differs for specific countries.

- III-B-1. Please describe the method by which your firm determines the prices that it charges for sales of certain frozen or canned warmwater shrimp and prawns (transaction by transaction negotiation, contracts for multiple shipments, set price lists, etc.). If your firm issues price lists, please include a copy of a recent price list with your submission. If your price list is large, please submit sample pages.

- III-B-2. Please describe your firm's discount policy (quantity discounts, annual total volume discounts, etc.).

- III-B-3. What are your firm's typical sales terms for certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam (e.g., 2/10 net 30 days)? ____ On what basis are your prices of such product usually quoted (e.g., f.o.b. port of entry, or delivered)?

- III-B-4. Approximately what share of your firm's sales of its certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam in 2003 were on a (1) long-term contract basis (multiple deliveries for more than 12 months), (2) short-term contract basis (multiple deliveries up to 12 months), and (3) spot sales basis (for a single delivery)?

Type of sale	Share of sales (percent)
Long-term contracts	
Short-term contracts	
Spot sales	

- III-B-5. If you sell on a long-term contract basis, please answer the following questions with respect to provisions of a typical long-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

If so, please explain. _____

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

III-B-6. If you sell on a short-term contract basis, please answer the following questions with respect to provisions of a typical short-term contract.

(a) What is the average duration of a contract? _____

(b) Can prices be renegotiated during the contract period? _____

(c) Does the contract fix quantity, price, or both? _____

(d) Does the contract have a meet or release provision? _____

If so, please explain. _____

III-B-7. What is the average lead time between a customer's order and the date of delivery for your firm's sales of certain frozen or canned warmwater shrimp and prawns?

Source	Share of 2003 sales	Lead time
From inventory		
Produced to order		
Total	100%	

III-B-8. (a) What is the approximate percentage of the total delivered cost of certain frozen or canned warmwater shrimp and prawns that is accounted for by U.S. inland transportation costs? _____ percent.

(b) Who generally arranges the transportation to your customers' locations? Your firm _____ or purchaser _____ (check one).

(c) What proportion of your sales occur within 100 miles of your storage or production facility? _____ percent. 101 to 1,000 miles? _____ percent. Over 1,000 miles? _____ percent.

III-B-9. What is the geographic market area in the United States served by your firm's certain frozen or canned warmwater shrimp and prawns?

☐ Northeast ☐ Mid-Atlantic ☐ Midwest ☐ Southeast

☐ Southwest ☐ Rocky Mountains ☐ West Coast ☐ Northwest

☐ National ☐ Other (describe) _____

PART III.--PRICING AND RELATED INFORMATION--Continued**Section III-B.--PRICE-RELATED QUESTIONS--Continued**

- III-B-10. Do you further process certain frozen or canned warmwater shrimp and prawns into products such as breaded shrimp and prawns or shrimp and prawns in prepared meals? If so, identify the further processed products and indicate the percentage of the total cost of that product accounted for by certain frozen or canned warmwater shrimp and prawns.

<u>Product</u>	<u>Share of total cost accounted for by certain frozen or canned warmwater shrimp and prawns (percent)</u>
----------------	--

- III-B-11. (a) Please list in order of importance any products that may be substituted for certain frozen or canned warmwater shrimp and prawns. (e.g., coldwater shrimp, other seafood products, etc.)

(1) _____ (2) _____ (3) _____

- (b) For each possible substitute product, please give examples of applications and end uses for which they are substitutes.

- (c) Have changes in the prices of these products affected the price for certain frozen or canned warmwater shrimp and prawns?

☐ No ☐ Yes--To what degree do changes in their prices affect the price for certain frozen or canned warmwater shrimp and prawns? Does this effect have a time lag? If so, how long is the time lag for each substitute product? Does this vary by type of certain frozen or canned warmwater shrimp and prawns or final end use?

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

- III-B-12. How has the demand within the United States (and outside the United States if known) for certain frozen or canned warmwater shrimp and prawns changed since January 1, 2001? What principal factors affect changes in demand?

☐

Increased

☐

Unchanged

☐

Decreased

- III-B-13. Have there been any significant changes in the product range or marketing of certain frozen or canned warmwater shrimp and prawns since January 1, 2001?

☐

No

☐

Yes--Please describe.

- III-B-14. Is there any seasonality in the supply of certain frozen or canned warmwater shrimp and prawns available in the United States, or is it available year-round at the same levels? Please describe.

Please describe any seasonal changes in your ability to supply certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and/or Vietnam to the U.S. market.

- III-B-15. Since January 1, 2001, have you had any instance of not being able to supply your purchasers with a sufficient quantity of certain frozen or canned warmwater shrimp and prawns? If so, why? If not, how confident are you in your ability to meet your customers' needs?

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

- III-B-16. Please describe the effect that regulations (e.g. USDA, etc.) have on your ability to supply certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam.

Please describe any regulations in other countries that affect the U.S. market for certain frozen or canned warmwater shrimp and prawns.

PART III.--PRICING AND RELATED INFORMATION--Continued

Section III-B.--PRICE-RELATED QUESTIONS--Continued

III-B-17. (a) Does certain frozen warmwater shrimp and prawns in a particular form (e.g., headless tail-on, headless tail-off, PUD, etc.) compete with certain frozen warmwater shrimp and prawns in a different form?

☐ No ☐ Yes--Please explain.

(b) Does wild-caught certain frozen or canned warmwater shrimp and prawns compete with farm-raised certain frozen or canned warmwater shrimp and prawns?

☐ Never ☐ Sometimes ☐ Usually ☐ Always

If you answered other than "always," please describe the differences between wild-caught and farm-raised shrimp that are relevant in competition between them, and explain how such differences affect taste, physical characteristics, quality, price, and/or availability.

¹ For any country-pair producing certain frozen or canned warmwater shrimp and prawns which is *sometimes or never* interchangeable, please explain the factors that limit or preclude interchangeable use:

¹ For any country-pair for which factors other than price *always or frequently* are a significant factor in your firm's sales of certain frozen or canned warmwater shrimp and prawns, identify the country-pair and report the advantages or disadvantages imparted by such factors:

PART III. PRICING AND RELATED INFORMATION—Continued**Section III-C. CUSTOMER IDENTIFICATION**

Please provide the names and addresses of your firm's 10 largest customers for certain frozen or canned warmwater shrimp and prawns imported from Brazil, China, Ecuador, India, Thailand, and/or Vietnam during 2001-2003. Please also provide the name and telephone number of a contact person and the share of the quantity of your firm's total imports of certain frozen or canned warmwater shrimp and prawns from Brazil, China, Ecuador, India, Thailand, and/or Vietnam that each of these customers accounted for in 2003.

No.	Customer's name	Street address (<u>not</u> P.O. box), state, and zip code	Contact person	Area code and telephone number	Share of 2003 sales (%)
1					
2					
3					
4					
5					
6					
7					
8					
9					
10					

PART IV.--CANNED WARMWATER SHRIMP AND PRAWNS--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from **Jim McClure (202-205-3191; james.mcclure@usitc.gov)**. **Supply all data requested on a calendar-year basis.**

The following definition is applicable for Part IV:

Canned warmwater shrimp and prawns.-The product herein is canned warmwater shrimp and prawns, wild-caught (ocean harvested) or farm-raised (produced by aquaculture), head-on or head-off, shell-on or peeled, tail-on or tail-off, deveined or not deveined, cooked or raw, or otherwise processed in canned form, the foregoing as covered by statistical reporting number 1605.20.1040 of the Harmonized Tariff Schedule of the United States (HTS).

Since January 1, 2001, has your firm imported **canned warmwater shrimp and prawns**?

☐ No ☐ Yes--If YES, complete the remainder of Part IV. If NO, do NOT complete the remainder of Part IV. **Note: If your firm imports both "frozen" and "canned" product, that combined data should have been reported in response to question II-5, while your response to question IV-2 on the following page should contain data concerning "canned" product only.**

IV-1. Who should be contacted regarding the requested information?

Company contact: _____
Name and title

Phone No.

E-mail address

PART IV. CANNED WARMWATER SHRIMP AND PRAWNS--TRADE AND RELATED INFORMATION--Continued

IV-2. **IMPORTS BY SOURCE.**—Report your firm's imports and your firm's shipments and inventories of **canned warmwater shrimp and prawns** imported by your firm during the specified periods. (See definitions in the instruction booklet.) **Report separately** for each country listed on page 1 of the questionnaire and for all other sources **combined**. Photocopy as many pages as you need and identify the country for which you are reporting in the space provided.

Brazil ☐ China ☐ Ecuador ☐ India ☐ Thailand ☐ Vietnam ☐ All other sources combined¹ ☐

(Quantity in 1,000 pounds, value in \$1,000)					
Item	Calendar years			January-June	
	2001	2002	2003	2003	2004
BEGINNING-OF-PERIOD INVENTORIES (quantity)					
IMPORTS:²					
Quantity of imports					
Value of imports					
U.S. SHIPMENTS:					
Commercial shipments:					
Quantity of commercial shipments					
Value of commercial shipments					
Internal consumption/company transfers:					
Quantity of internal consumption/transfers					
Value ³ of internal consumption/transfers					
EXPORT SHIPMENTS:⁴					
Quantity of export shipments					
Value of export shipments					
END-OF-PERIOD INVENTORIES⁵ (quantity)					
U.S. SHIPMENTS TO DISTRIBUTORS (quantity)					
U.S. SHIPMENTS TO PROCESSORS (quantity)					
U.S. SHIPMENTS TO RETAILERS⁶/ INSTITUTIONAL BUYERS⁷ (quantity)					

¹ Please identify these sources: _____

² Identify the foreign producers, if known: _____

³ Sales to related firms (including internal consumption) must be valued at fair market value. In the event that you use a different basis for valuing these sales within your company, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis for 2001, 2002, and 2003 below: _____

⁴ Identify your principal export markets: _____

⁵ **Reconciliation of data.**—Note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus imports, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No—Please explain: _____

⁶ Entities that purchase and resell to end users (i.e., supermarket and other retailers that sell to customers).

⁷ Entities such as restaurants, hotels, hospitals, etc.

Note.—The sum of shipments to distributors, processors, and retailers/institutional buyers should equal U.S. commercial shipments reported above; it should exclude U.S. shipments to related firms and for internal consumption.

PART IV. CANNED WARMWATER SHRIMP--TRADE AND RELATED INFORMATION--
Continued

IV-3. **COMPARABILITY OF CANNED WARMWATER SHRIMP AND FROZEN SHRIMP**--Since January 1, 2001, has your firm imported **canned shrimp**?

- ☐ No ☐ Yes--Please describe any perceived similarities and differences between **canned warmwater shrimp** and **frozen shrimp** with respect to the following factors: (a) **characteristics and uses**--describe the similarities and differences in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two products; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the products are sold; (e) **customer and producer perceptions**--describe any perceived similarities and differences in the two products (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two products. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:
